

# Corporate Property



DUAL

**DUAL Corporate Property brings to market an experienced underwriting team with access to sophisticated technical resources and a market-leading underwriting operations model.**

We are currently positioned as a strategic coinsurer, providing follow capacity to partner brokers and building a sustainable, balanced and profitable portfolio, whilst expanding our capacity and capability as we build a first class underwriting business for the long term.

## **What does Corporate Property mean at DUAL?**

- Strategic follow market, providing coinsurance capacity to partner brokers to build a balanced, sustainable & profitable portfolio
- Client turnover typically upwards of £25m
- Risk management forms part of the culture within our client base
- Doesn't include SME and Small Commercial
- Located in the UK
- Company Market platform (i.e. not Lloyd's).

## **What type of property business is DUAL looking to write?**

- We write through most of the spectrum of UK commercial and corporate property, often being trades with a medium hazard risk profile
- We also write light hazard and will selectively write some high hazard trades
- Examples include: Beverages, Chemicals, Distribution, Engineering, Financial Institutions, Further Education, Leisure, Media, PFI, Plastics, Professional services, Real Estate, Retail, Transport.

## **Are there any trades DUAL doesn't write?**

- The main trades we avoid include: Abattoirs, Amusement parks, Education (Primary & Secondary), Energy, Fuel depots, Mining, Power, Rail, Recycling, Residential Property Owners, Waste
- We may be able to consider individual placements where such activities are incidental to the overall risk profile
- Risk management factors, together with risk quality, are more important to our risk selection than trade.

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## Does DUAL write terrorism cover?

- We can write Pool Re cover
- DUAL can also offer 100% stand-alone terrorism solutions.

## What is DUAL's maximum line size?

- £25m.

## Will DUAL write Excess of Loss?

- We write primary, XOL and quota share
- We don't write deductible buy-backs or cross-class aggregate covers.

## What is DUAL's minimum premium?

- £10,000
- For low hazard and XOL, there is some flexibility.

## Which carrier partners support DUAL Corporate Property?

- AXA Insurance UK plc, rated AA- by S&P
- Covea Insurance plc, rated AA- by S&P
- Everest Insurance (Ireland) DAC, rated A+ by S&P.

## What about DUAL's lead proposition?

- Presently DUAL provides coinsurance follow capacity
- With experienced underwriting, risk engineering and Cat modelling resources, DUAL's plans include building out a lead proposition in 2022.

## Does DUAL plan to expand its appetite & capability?

- We intend carriers to secure increased capacity for risks located in the UK
- We also plan to introduce follow capacity for multi-national placements during 2022.

Please contact us if you have questions or submissions you would like to discuss.



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## About DUAL

- ✓ Founded in 1998, DUAL is one of the world's **largest international international underwriting agencies** and is the leading **MGA** in many countries
- ✓ One of Lloyd's largest international cover holders
- ✓ Our GWP is US **\$3.2 billion**, delivered via **70+** products across **45+** offices in **19** countries with **over 1,300** people
- ✓ **DUAL UK** has a large and established book of business with many of the national and independent broking houses in the UK.

## Brand vision

- ✓ To be the world's best underwriting business.

Helping you do more